



HOW TO ACCIDENTALLY REDUCE YOUR HOME'S VALUE

YOUR HOME IS ONE OF YOUR LARGEST ASSETS – BUT YOU COULD BE INADVERTENTLY MAKING IT LESS VALUABLE WITH SOME OF YOUR UPDATES AND RENOVATIONS.

It's not that what you're doing necessarily detracts from the appraisal value. But it often shrinks the buying audience. With fewer people interested in a property, the chances of a quick sale or a full-price offer can decrease.

If you're planning to sell in the next year or so, have a look through this list to make sure you're not doing things that might drag down your home's resale potential.

1. GARISH PAINT COLOR

I don't believe that you should never paint your walls a color when selling. But I do believe you can go overboard. Tone it down for better selling results.

2. CRAZY WALLPAPER

You might like a wall full of pink flamingoes, but it'll take a buyer with a strong imagination to agree with you.



3. REMOVING CLOSETS

Don't! Closets are one of the first things buyers look for. They'll take a smaller room with closets over a larger one without.



4. REMOVING A BATHROOM

Even two tiny bathrooms will have more value to buyers than one large one. Better to remodel both small baths so they look very up-to-date.

5. OVERLY TRENDY UPDATES

Rather than looking for the latest trends, look back at the new trends from two years ago. If you see something from those trends that is still popular, that's probably your sweet spot.

6. AN OVERLY SMART HOME

Technology goes out of date fast. Remember when homes were all wired for surround sound? Or (gasp) intercoms? Today's smart tech will change, so there's no need to go all-in unless you want it yourself.

7. OUT OF DATE TECH

While you don't want to make your home overly smart, you do want to remove all the old tech that has gone obsolete. Get rid of the old window air conditioner. Remove the old surround sound wiring.



8. HIGH-MAINTENANCE LANDSCAPING

You may adore your perfect rows of layered hedges lined with daisies and edged by gently mounded moss, but your buyers will just see work. So unless you love, love, love

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gardening for your own sake, don't overdo the landscaping when selling.



9. WALL TO WALL CARPETING

Nope, still out. Buyers still prefer wood floors with area rugs.

10. DEFERRED MAINTENANCE

Any home that looks frayed will drop significantly in perceived value, sometimes by thousands of dollars, even if it wouldn't take nearly that much to spruce it up. Spend time each month taking care of all those nagging details that happen with a home.

I help homeowners just like you sell your home for the most money possible. Call me for an appointment. There's never any obligation.

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